

Message Text

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62

ORIGIN COME-00

INFO OCT-01 ARA-06 ISO-00 EB-07 /014 R

DRAFTED BY COM/BIC/OED/OPS/B.L.WHIPPLE

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COM/BIC/OED/OBOD/R.E.COHEN

STATE/ARA/BR/J.SLATTERY

----- 128045

R 012356Z MAY 75

FM SECSTATE WASHDC

TO AMCONSUL RIO DE JANEIRO

INFO AMEMBASSY BRASILIA

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E.O. 11652: N/A (DECLASS ON RECEIPT)

TAGS: BEXP, BR

SUBJECT: PRODUCT OPPORTUNITY: SWITCH GEAR

1. ALLIS CHALMERS HAS BEEN NEGOTIATING WITH FURNAS CENTRAIS ELEC. S.A. RUA RIO GRANDELA NO. 219, RIO DE JANEIRO WITH DR. B. FORTES DIRECTOR OF PURCHASING AND ING. CARLOS AUGUSTO DESU, CHIEF ENGINEER FOR THE SUPPLYING OF SWITCH GEAR FOR THE PROJECT IDENTIFIED AS IMP546-345 AND 230 KV SWITCH GEAR AND IMP 5832 - SPECS FOR 138 KW SWITCH GEAR.

2. FYI. ALLIS CHALMERS INFORMS USDOC THAT THEY BELIEVE BRITISH AND JAPANESE HAVE BEEN ELIMINATED AND THAT ALLIS WILL BE AWARDED CONTRACT. ALLIS HAS HAD SEVERAL CONVERSATIONS WITH FORTES AND AUGUSTO ASSURING DELIVERY REQUIRED. END FYI.

3. ALLIS PLANNING FACTORY SHUT DOWN FOR VACATIONS AND INVENTORY, BUT IF THEY CAN RECEIVE ORDER PROMPTLY, WOULD REMAIN IN OPERATION AND START ON THEIR PRODUCTION OF SUBJECT EQUIPMENT RESCHEDULING VACATIONS. PRESENT SCHEDULE FOR LIMITED OFFICIAL USE

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PLANT SHUT DOWN IS LAST TWO WEEKS IN JULY AND FIRST WEEK IN

AUGUST.

4. REQUEST EMBOFF VISIT WITH FURNAS AND ADVISE USDOC ASAP
FURNAS PLANS FOR PROMPT PLACEMENT OF ORDER SO ALLIS CAN HAVE

SUFFICIENT TIME TO RESCHEDULE PLANT. KISSINGER

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Margaret P. Grafeld
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05 JUL 2006

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To: RIO DE JANEIRO
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